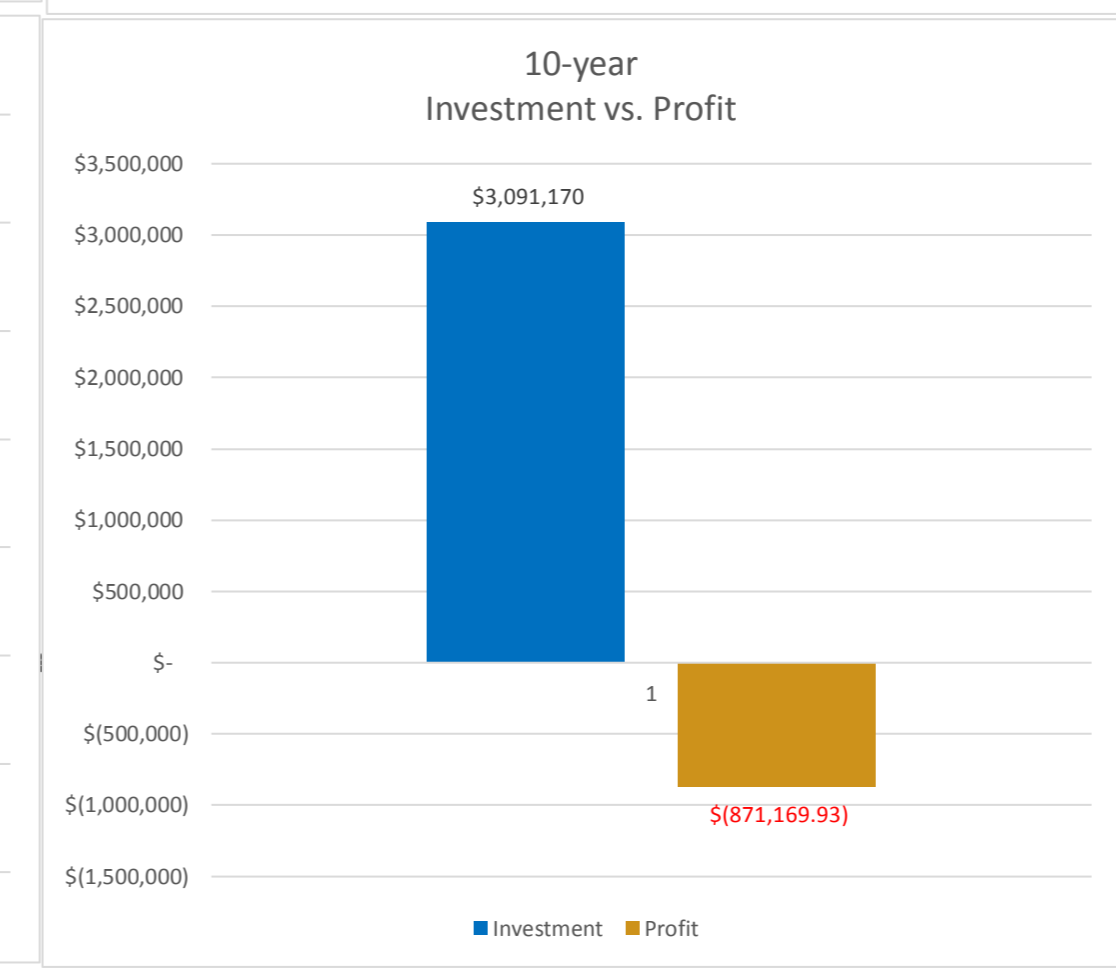
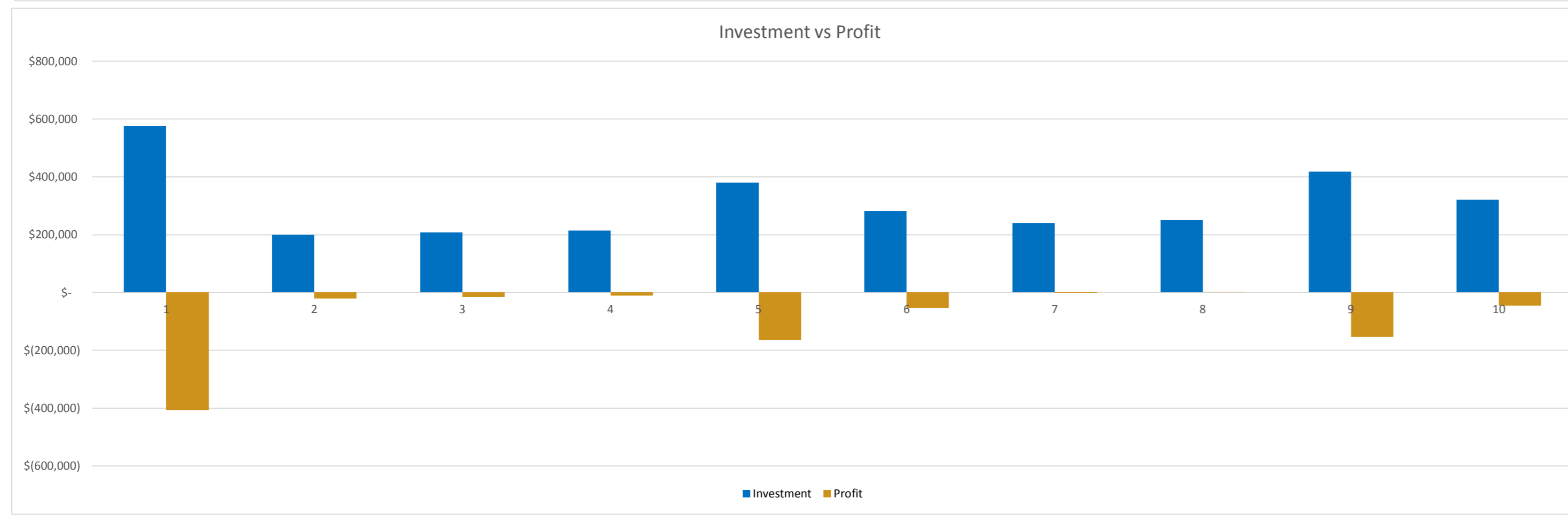
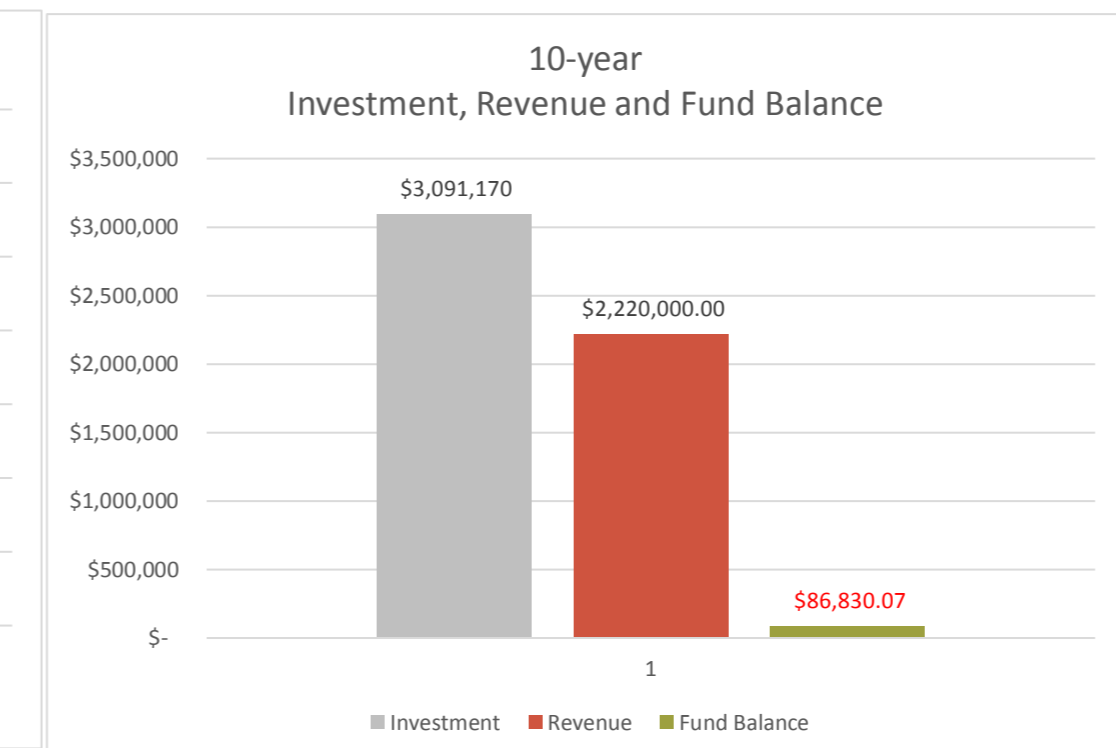
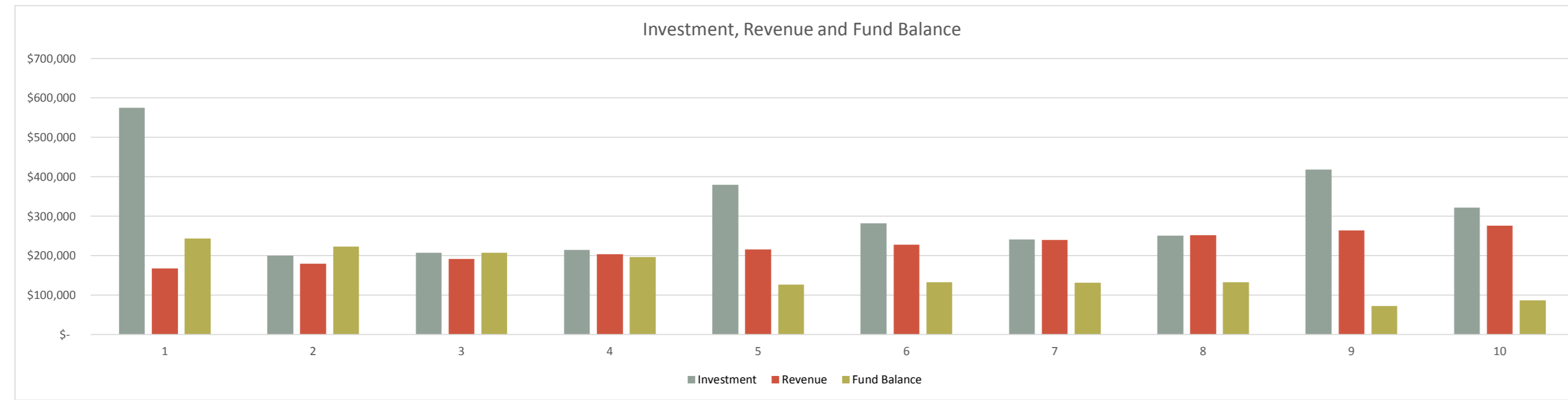
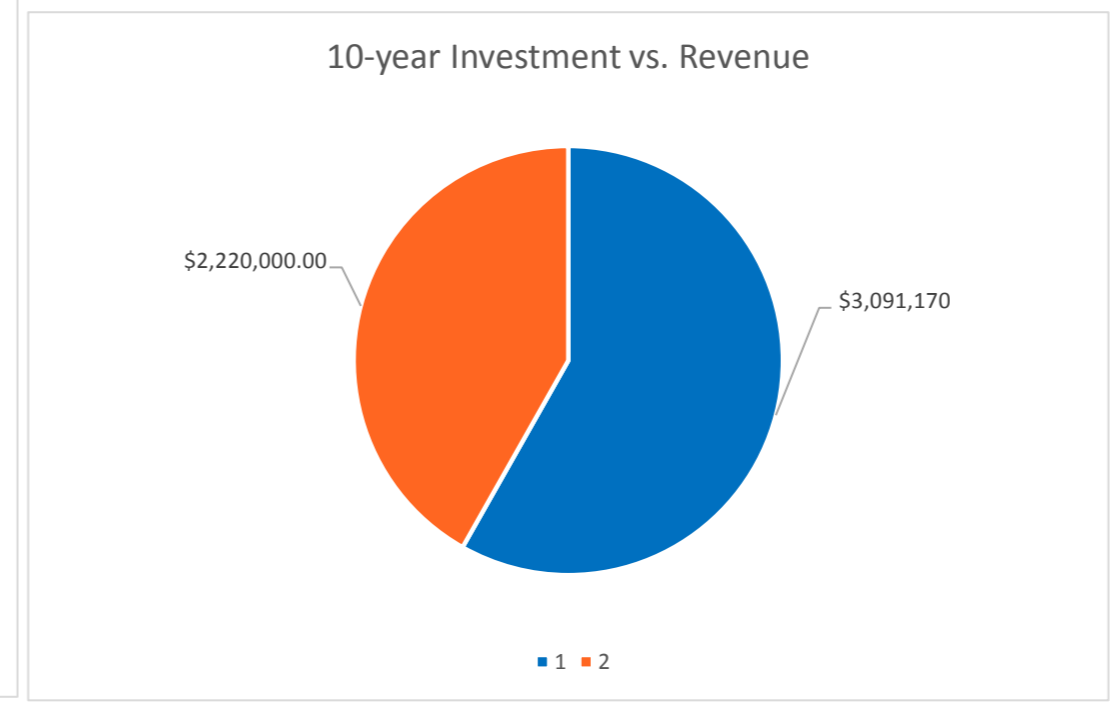
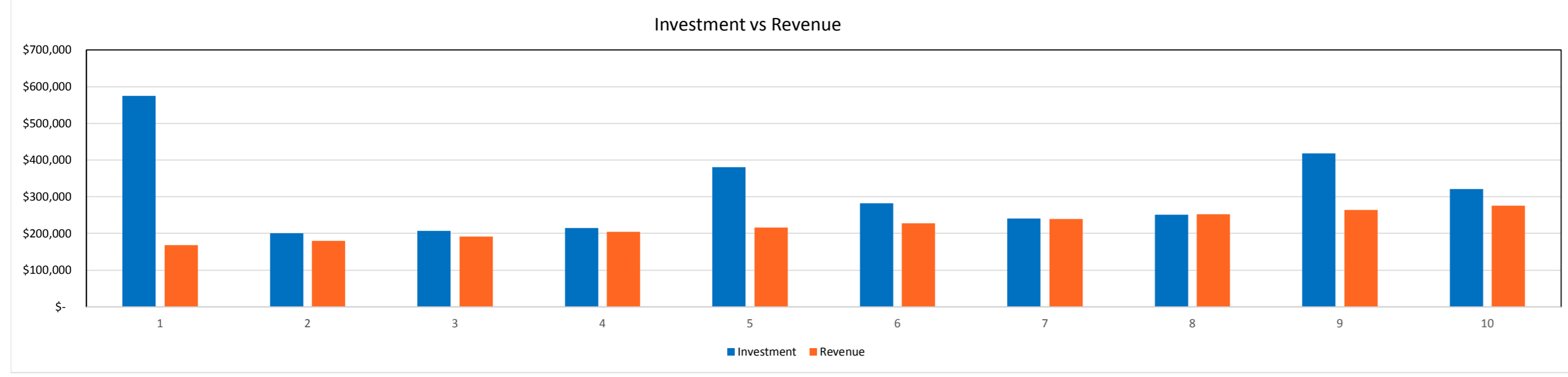
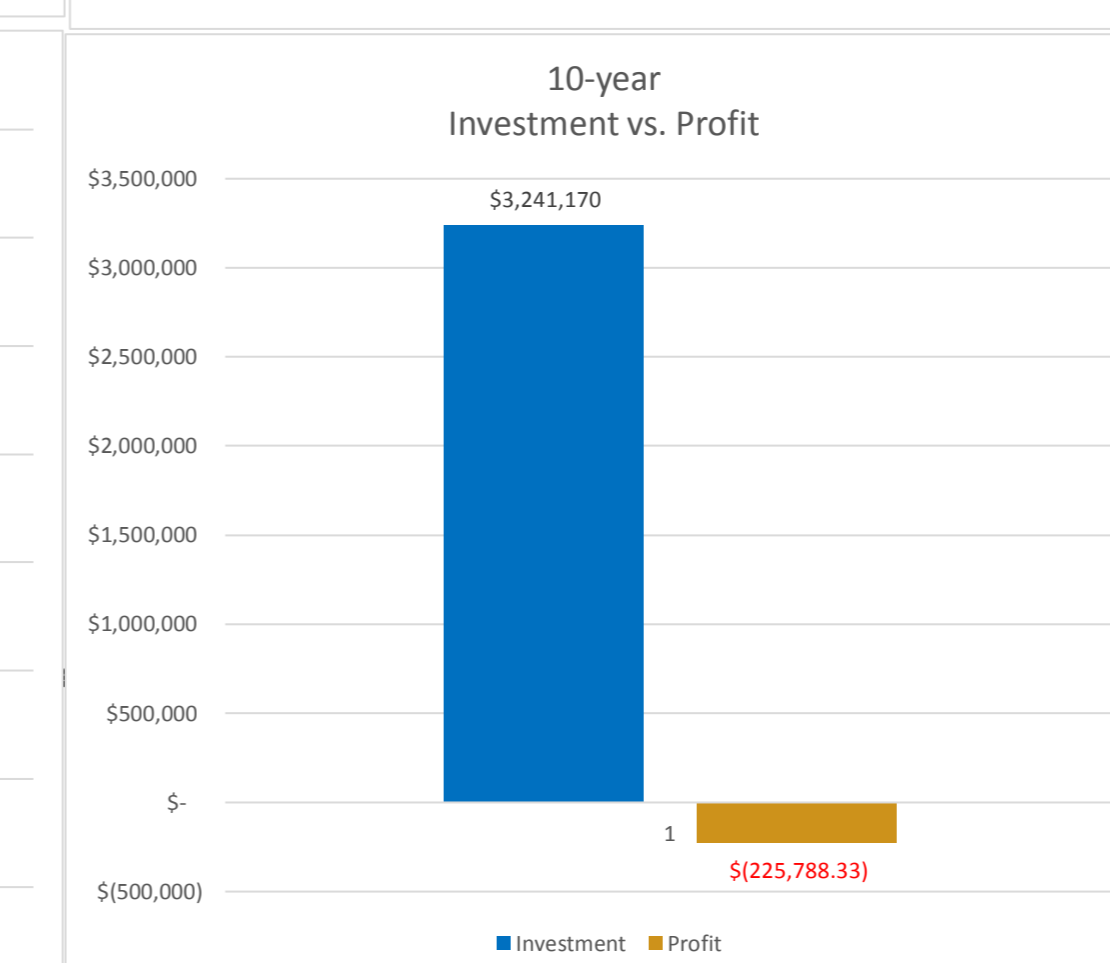
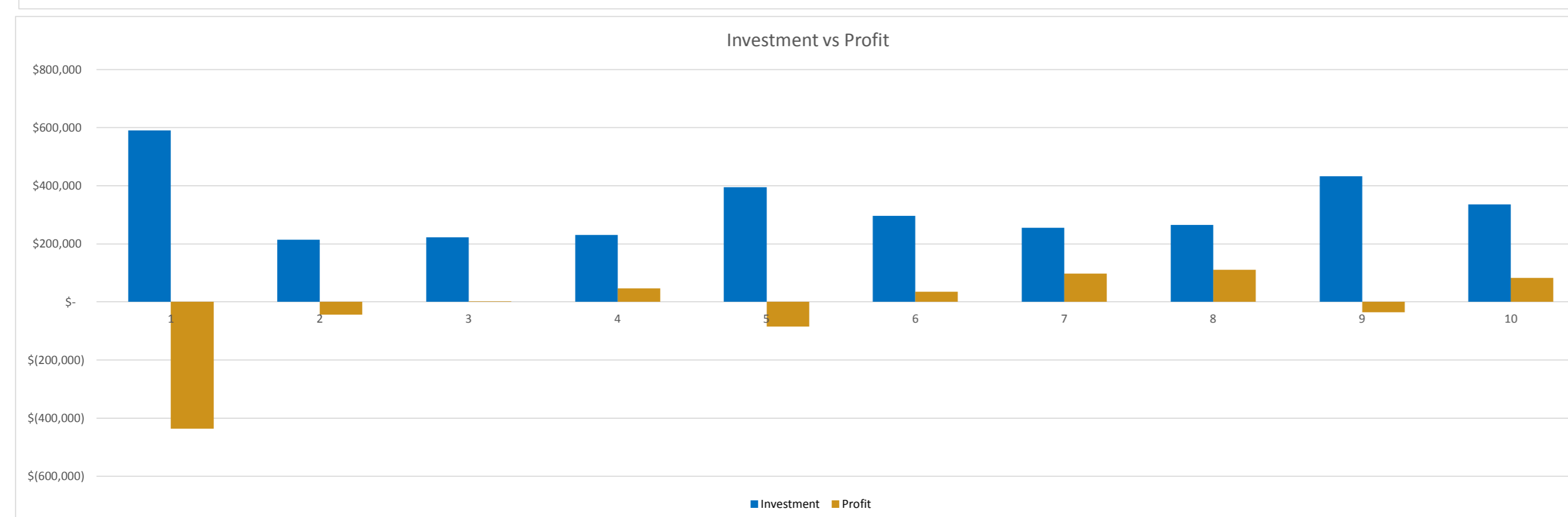
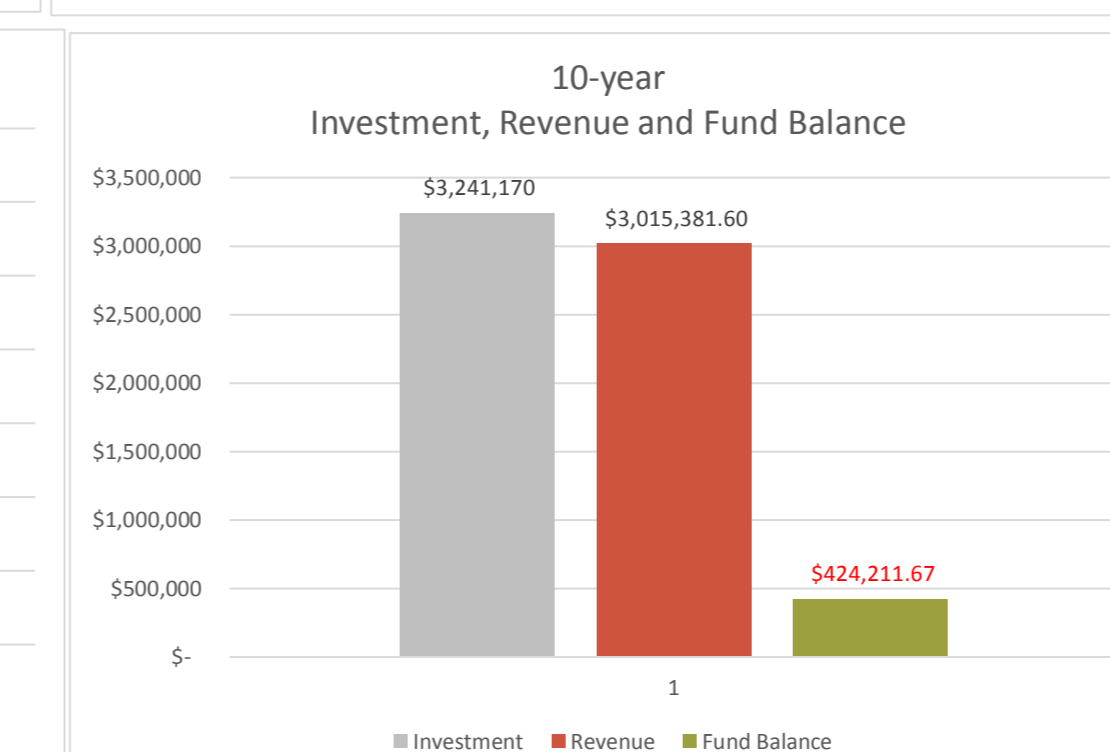
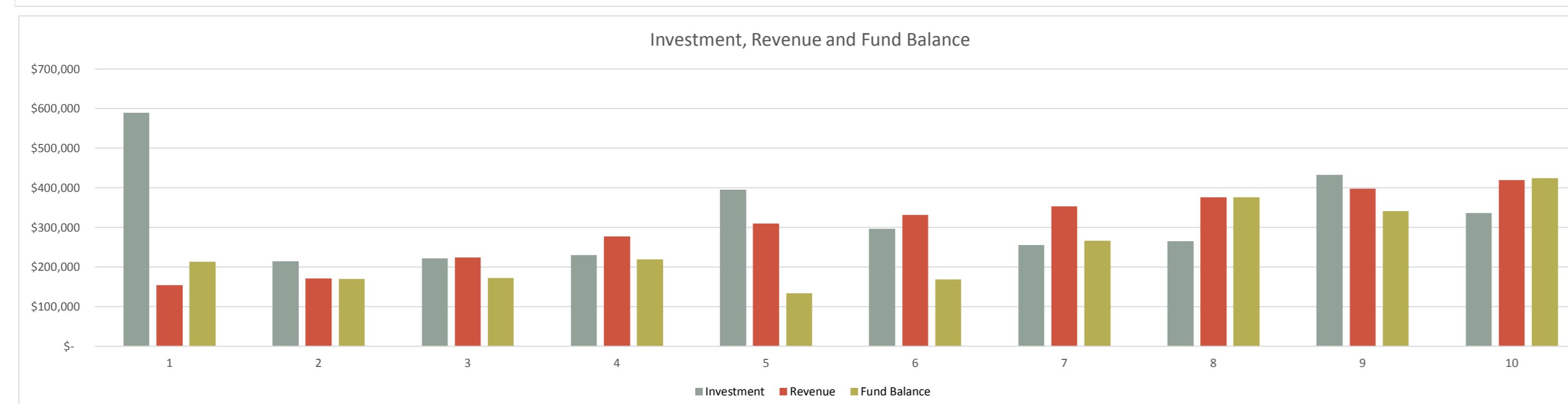
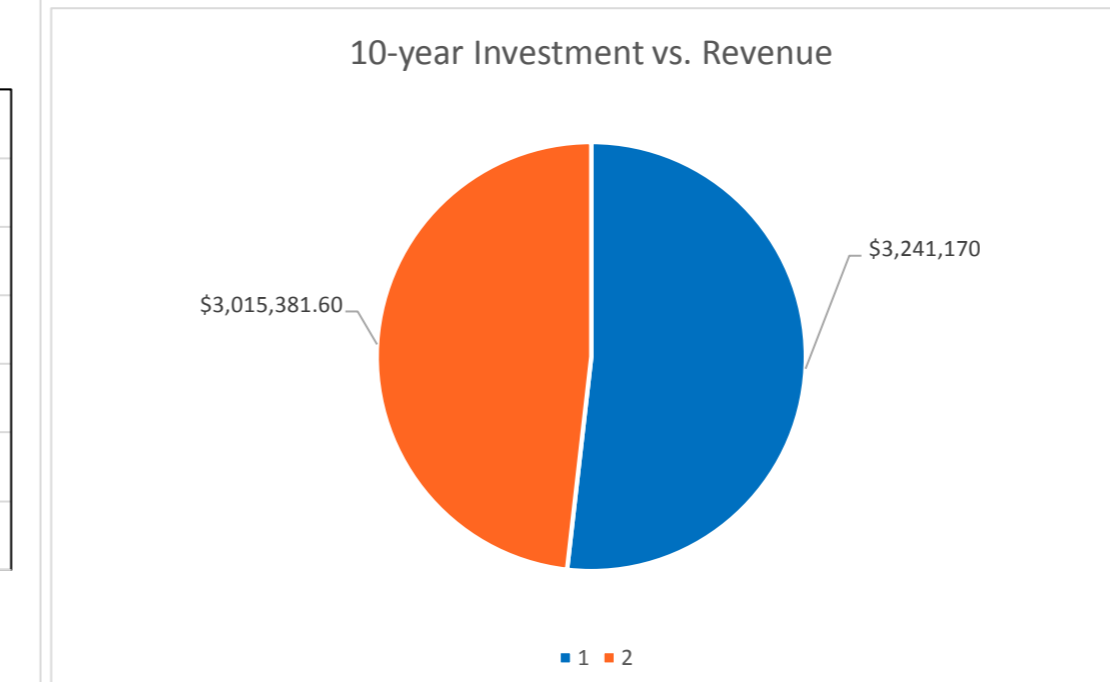
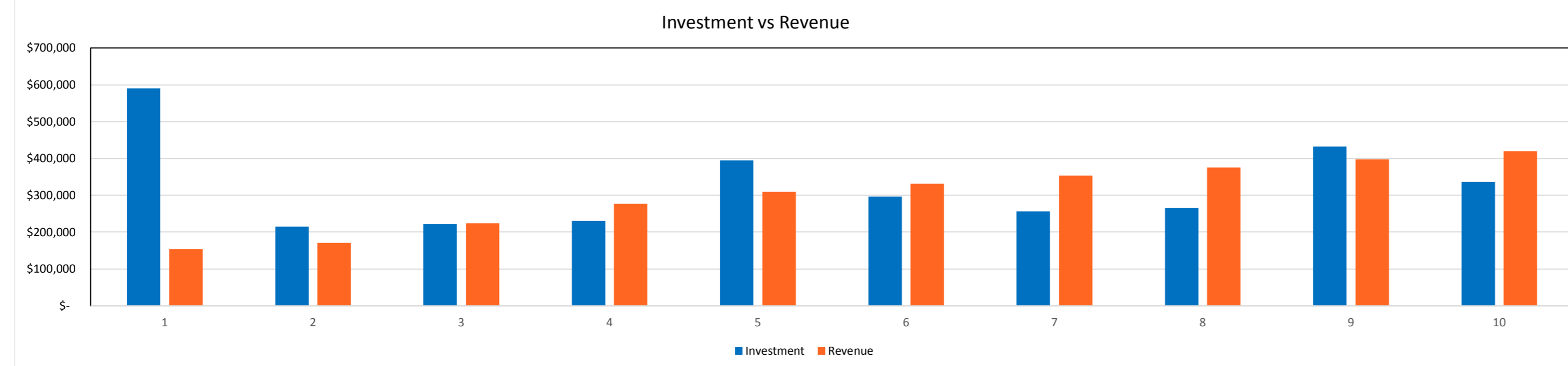


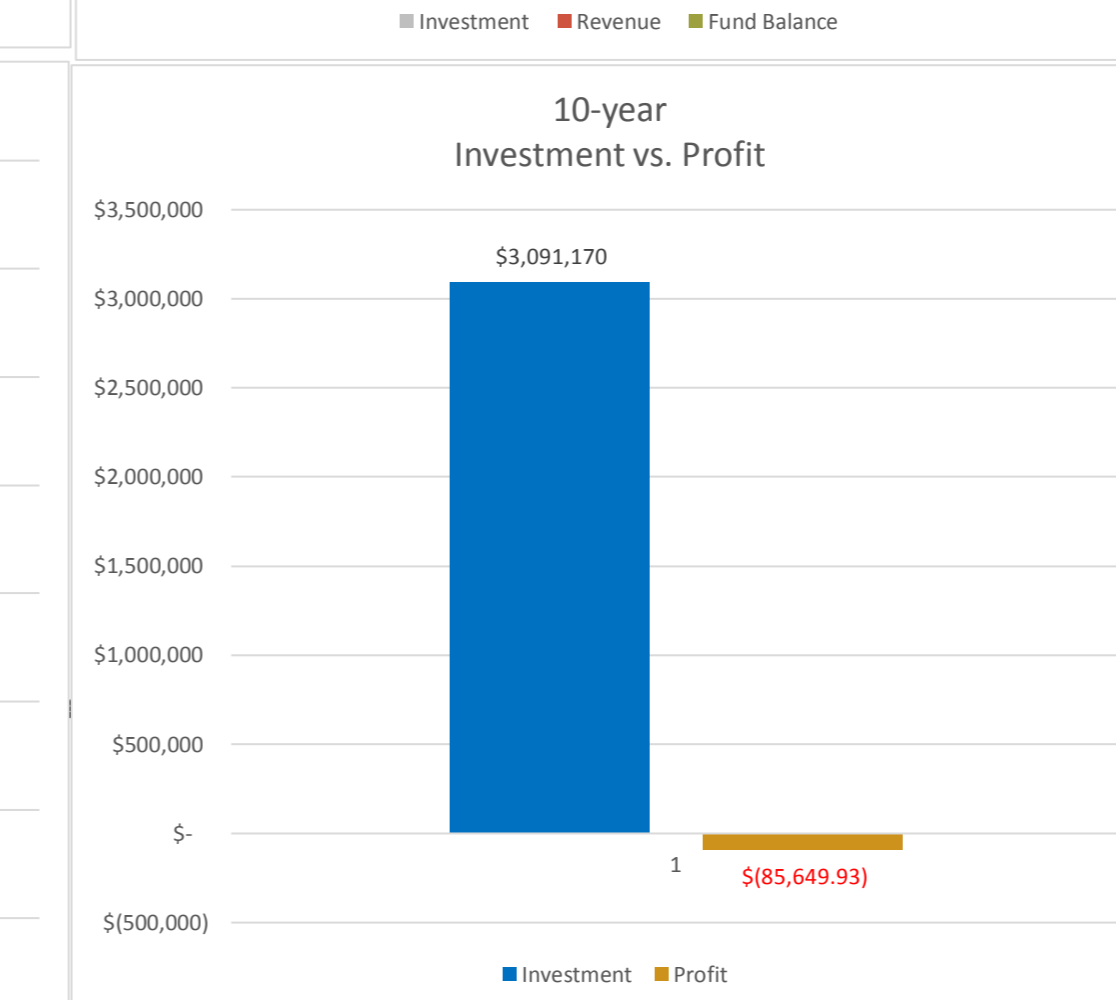
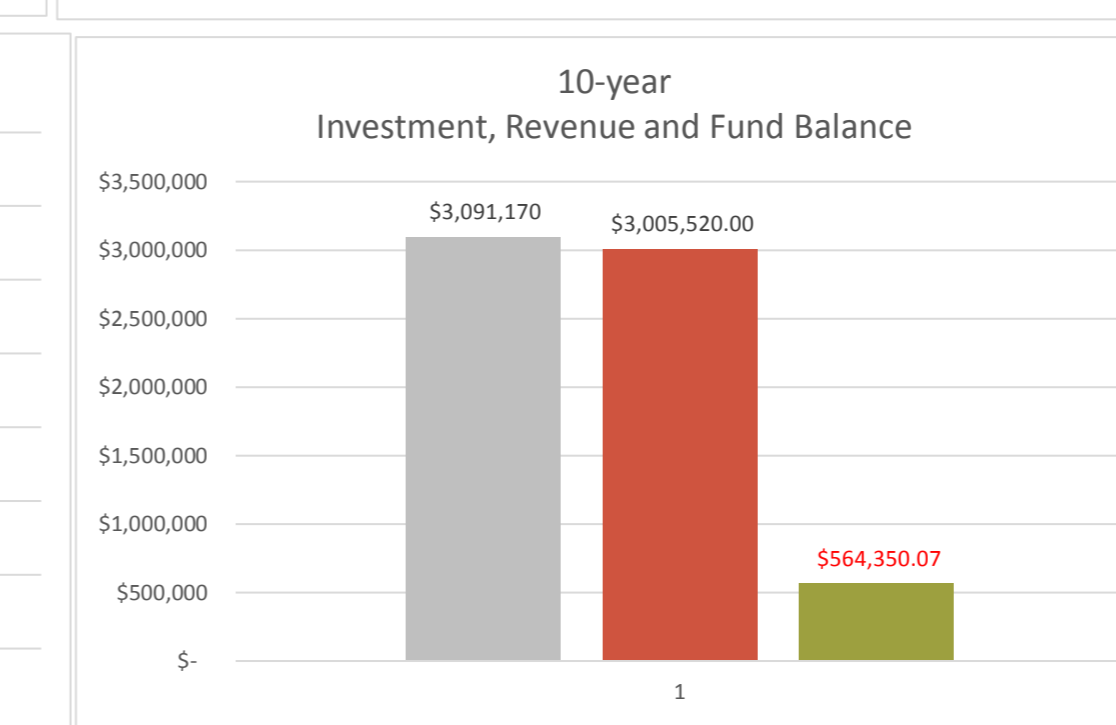
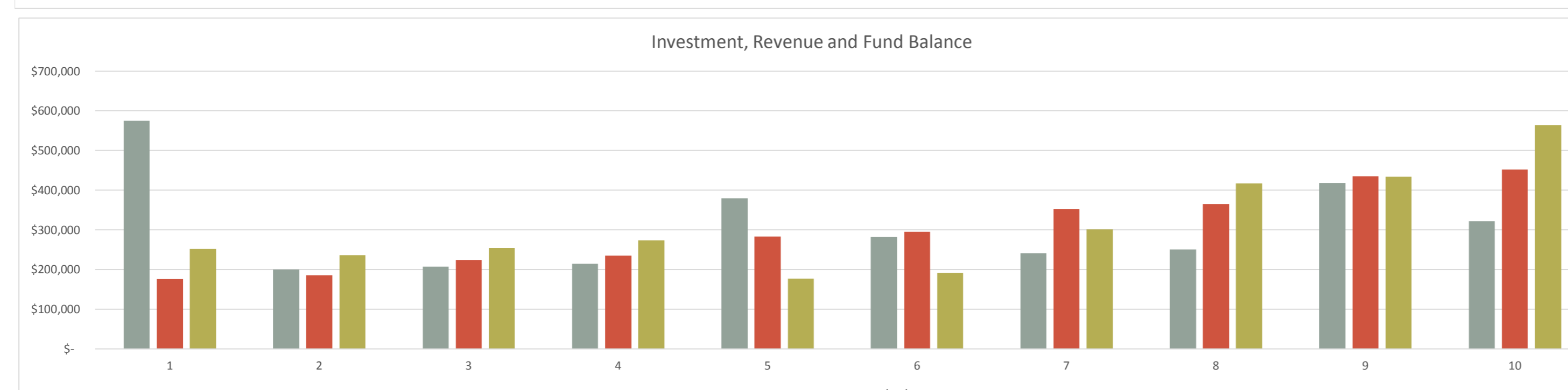
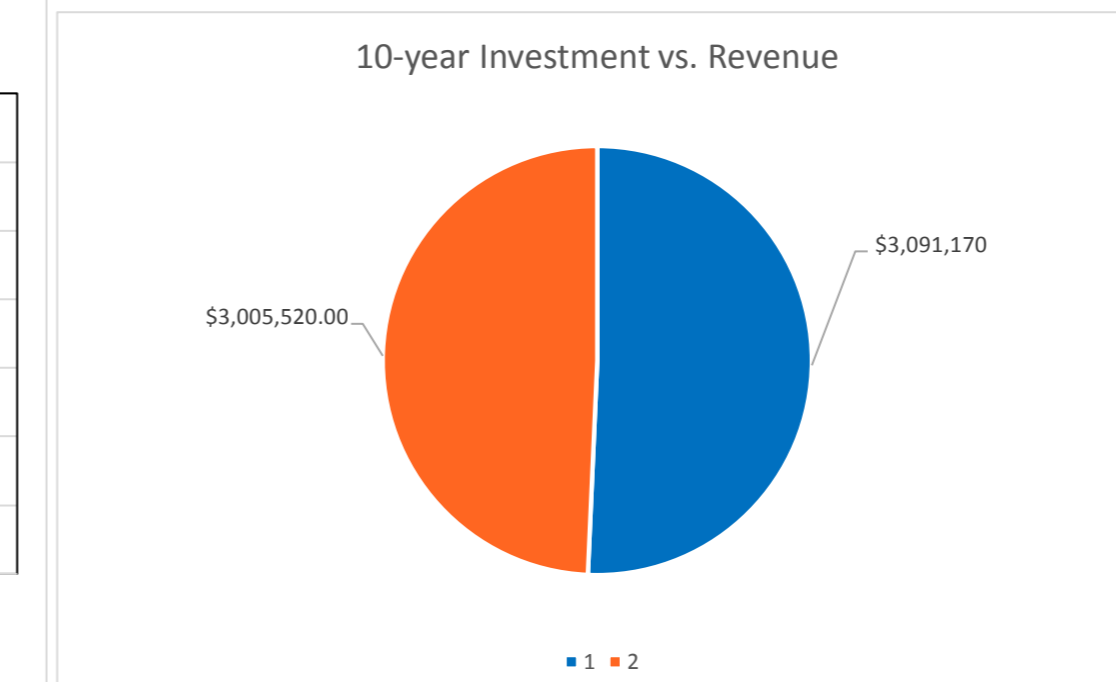
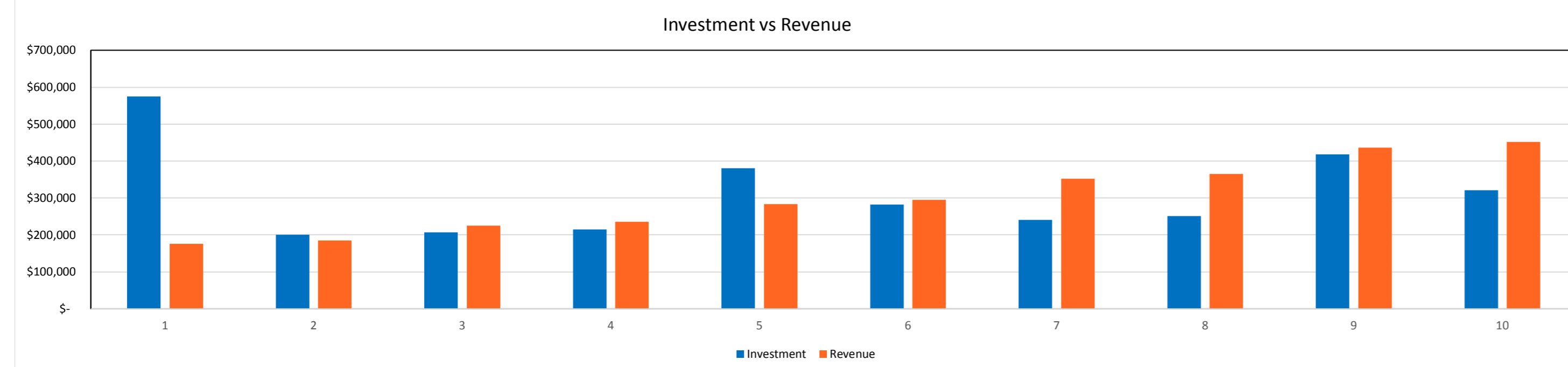
BEST-OF-VARIABLES MODEL		Notes	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Totals
Factors			2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	
Investment													
Servers (2) / Workstations (2)			\$ 24,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 24,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 24,000	\$ 1,000	\$ 79,000
Signal Receivers (6) (staggered lifecycle 4-4.5years)			\$ 120,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 70,000	\$ 60,000	\$ 10,000	\$ 70,000	\$ 60,000	\$ 60,000	\$ 430,000
New Monitoring Software/CRM			\$ 100,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 25,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 25,000	\$ 10,000	\$ 220,000
Communication Methods (POTS/IP)			\$ 24,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 24,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 24,000	\$ 5,000	\$ 107,000
Staff (2 positions with 1.25 allocation to Alarms)		5.50%	\$ 127,000	\$ 133,985	\$ 141,354	\$ 149,129	\$ 157,331	\$ 165,984	\$ 175,113	\$ 184,744	\$ 194,905	\$ 205,625	\$ 1,635,170
Implementation/Contract Staff/Misc. (consulting, set up, etc.)			\$ 150,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 50,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 50,000	\$ 10,000	\$ 320,000
Marketing/Communications		0.00%	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 300,000
Total Expenses			\$ 575,000	\$ 199,985	\$ 207,354	\$ 215,129	\$ 380,331	\$ 281,984	\$ 241,113	\$ 250,744	\$ 417,905	\$ 321,625	\$ 3,091,170
Operating Contingency		25.00%	\$ 143,750	\$ 49,996	\$ 51,839	\$ 53,782	\$ 95,083	\$ 70,496	\$ 60,278	\$ 62,686	\$ 104,476	\$ 80,406	
Revenues													
Number of Customers			350	375	400	425	450	475	500	525	550	575	
Average Bill Per Customer Per Month (bump rates \$40/month average)		0.00%	\$ 40.00	\$ 40.00	\$ 40.00	\$ 40.00	\$ 40.00	\$ 40.00	\$ 40.00	\$ 40.00	\$ 40.00	\$ 40.00	
Annual Revenue			\$ 168,000.00	\$ 180,000.00	\$ 192,000.00	\$ 204,000.00	\$ 216,000.00	\$ 228,000.00	\$ 240,000.00	\$ 252,000.00	\$ 264,000.00	\$ 276,000.00	\$ 2,220,000.00
Technology Reimbursement out of General Fund in to Alarm Fund			\$ -	\$ -	\$ -	\$ -	\$ 94,000.00	\$ 60,000.00	\$ -	\$ 94,000.00	\$ 60,000.00	\$ 60,000.00	\$ 308,000.00
Net Profit (Net Loss)			\$ (407,000.00)	\$ (19,985.00)	\$ (15,354.18)	\$ (11,128.65)	\$ (164,330.73)	\$ (53,983.92)	\$ (1,113.04)	\$ 1,255.75	\$ (153,905.19)	\$ (45,624.97)	\$ (871,169.93)
Fund Balance		\$ 650,000.00	\$ 243,000.00	\$ 223,015.00	\$ 207,660.83	\$ 196,532.17	\$ 126,201.44	\$ 132,217.52	\$ 131,104.48	\$ 132,360.23	\$ 72,455.04	\$ 86,830.07	
Shortfall to 25% contingency target			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (32,021.26)	\$ -	
Number of additional subscribers needed to make up shortfall to contingency target			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(66.71)	0.00	(1,814.94)
Customers Gained through Marketing/Year (Net)			25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	25.00	
Historical net Customers gained (2000-2008)			17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	



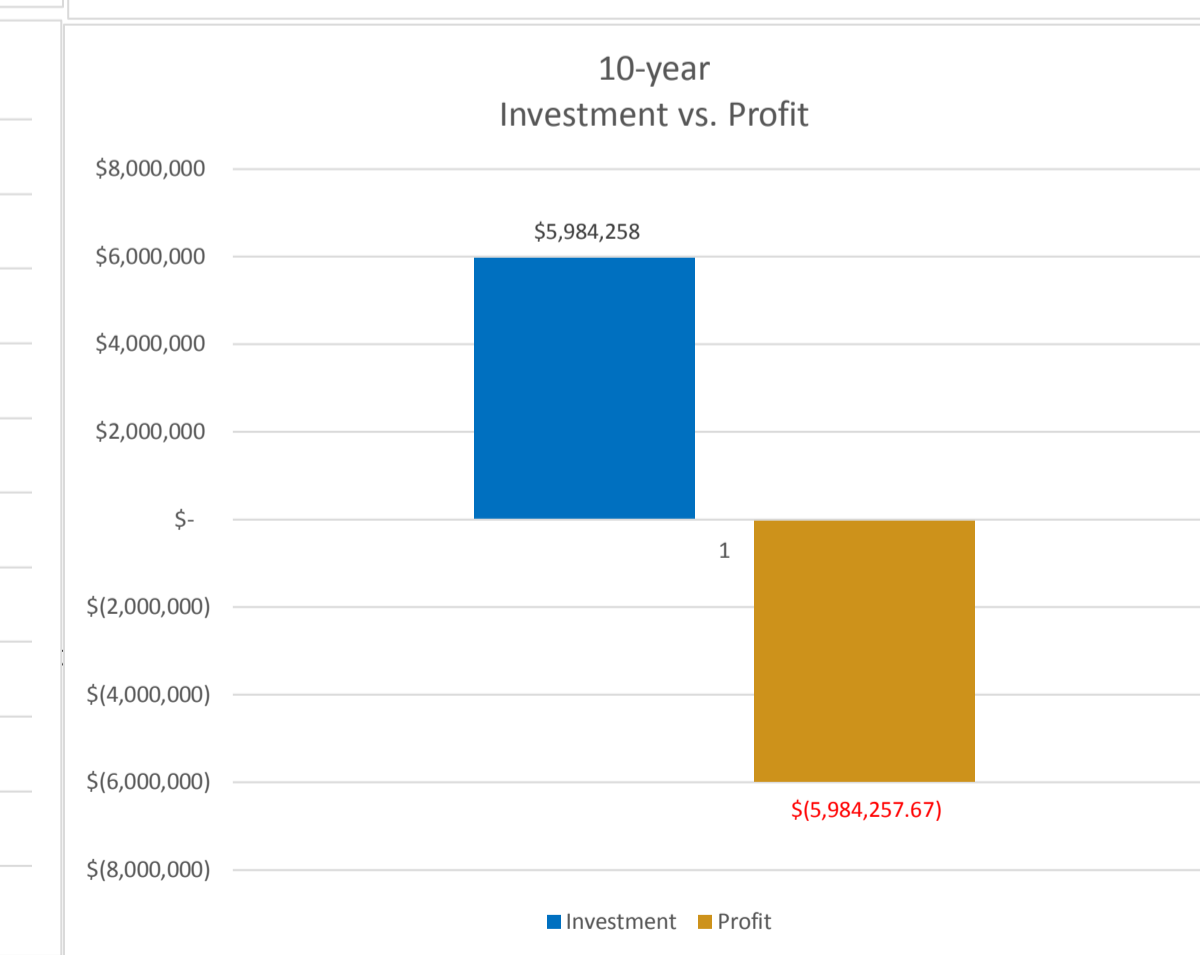
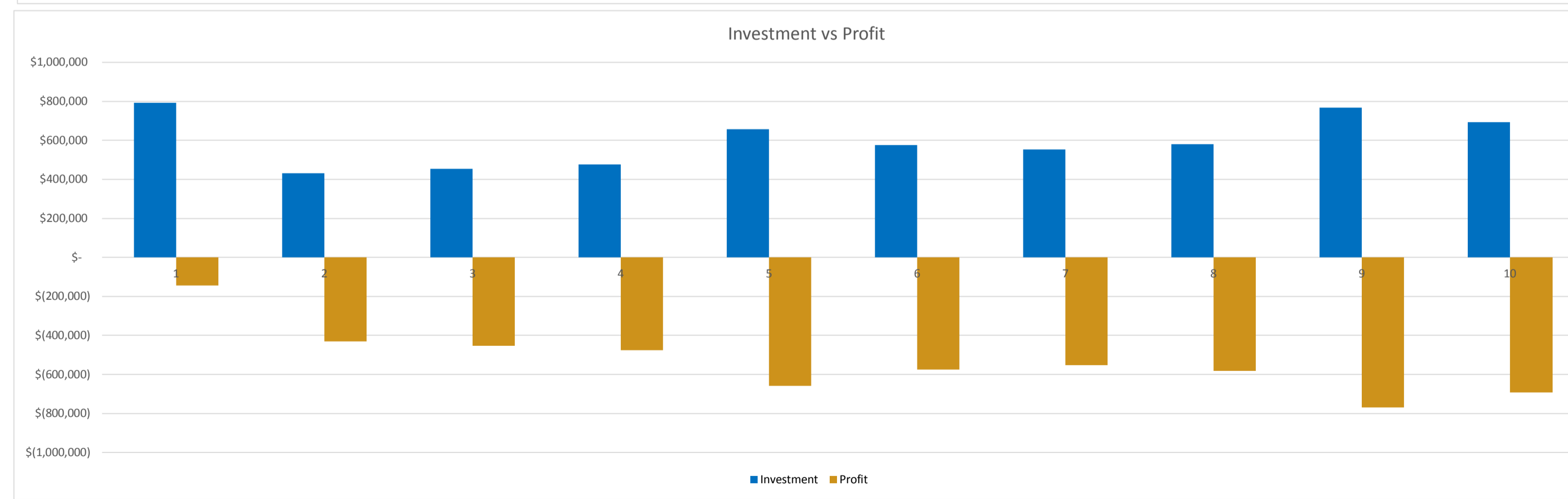
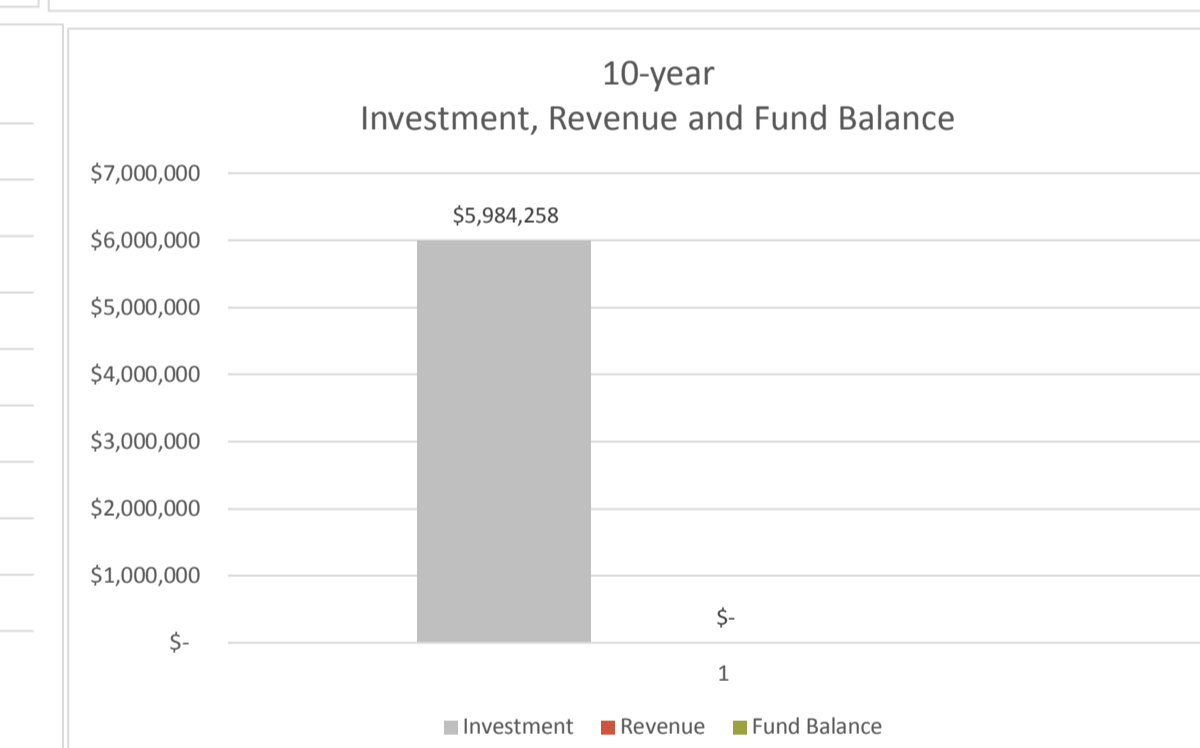
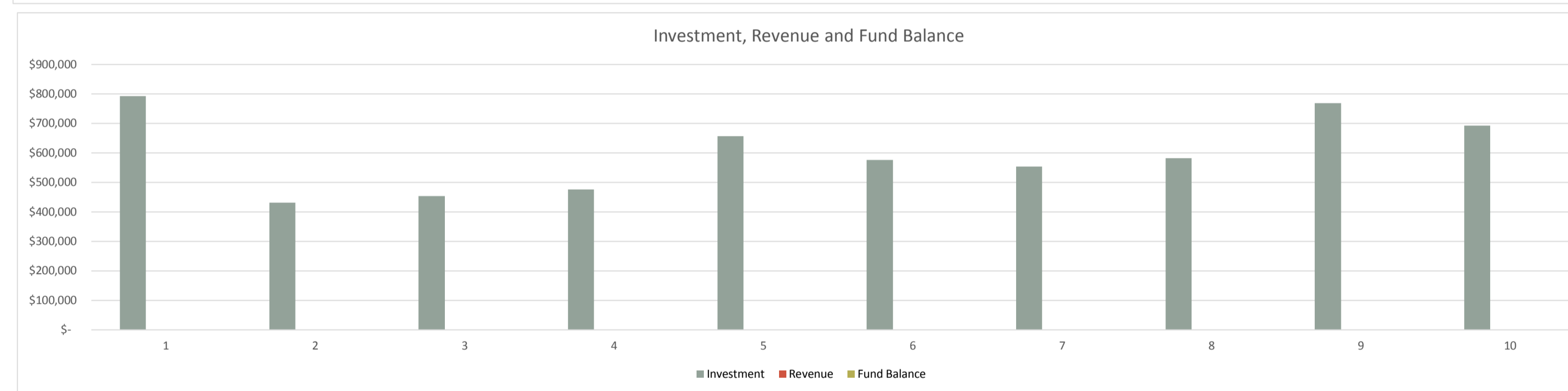
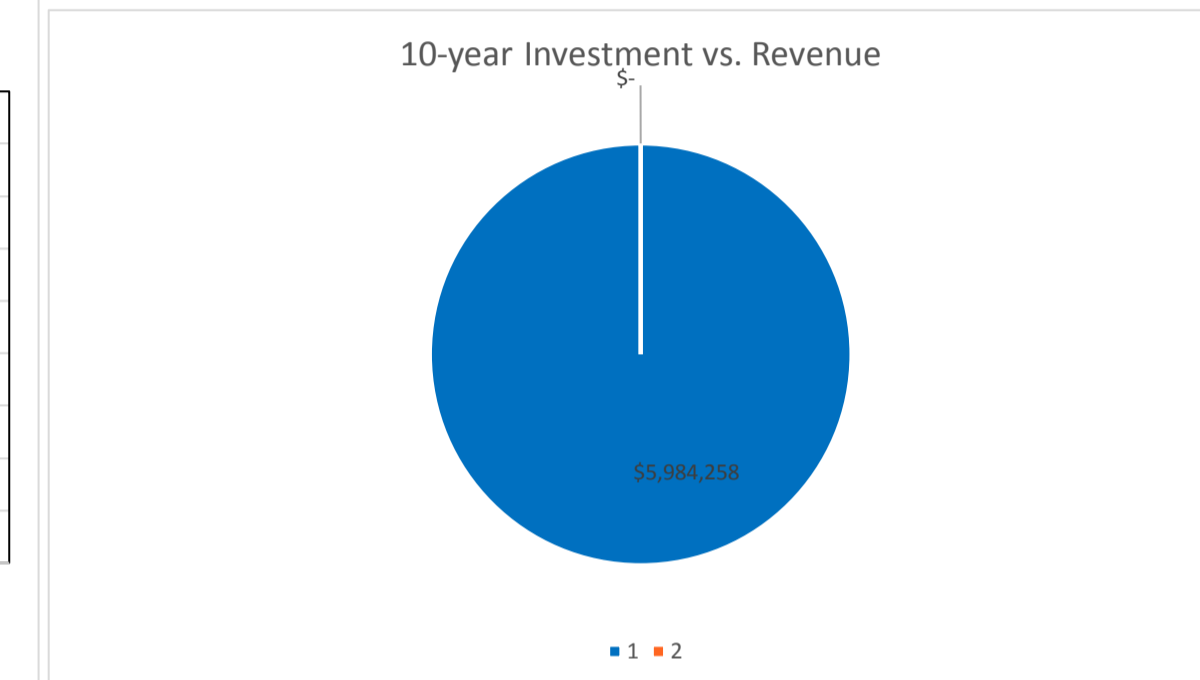
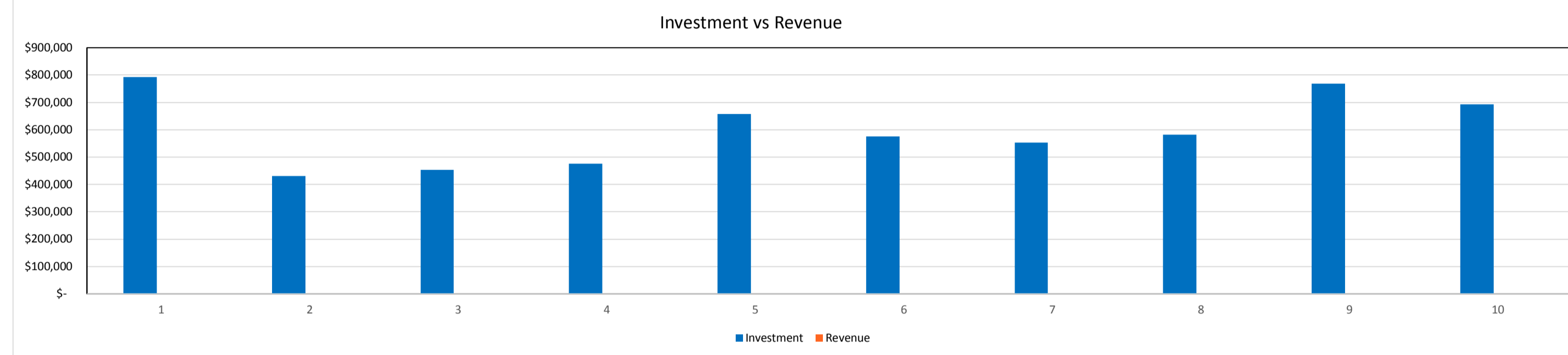
RECRUITMENT-DRIVEN MODEL		Notes	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Totals
Factors			2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	
Investment													
Servers (2) / Workstations (2)			\$ 24,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 24,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 24,000	\$ 1,000	\$ 79,000
Signal Receivers (6) (staggered lifecycle)			\$ 120,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 70,000	\$ 60,000	\$ 10,000	\$ 10,000	\$ 70,000	\$ 60,000	\$ 430,000
New Monitoring Software/CRM			\$ 100,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 25,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 25,000	\$ 10,000	\$ 220,000
Communication Methods (POTS/IP)			\$ 24,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 24,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 24,000	\$ 5,000	\$ 107,000
Staff (2 positions with 1.25 allocation to Alarms)		5.50%	\$ 127,000	\$ 133,985	\$ 141,354	\$ 149,129	\$ 157,331	\$ 165,984	\$ 175,113	\$ 184,744	\$ 194,905	\$ 205,625	\$ 1,635,170
Implementation/Contract Staff/Misc. (consulting, set up, etc.)			\$ 150,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 50,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 50,000	\$ 10,000	\$ 320,000
Marketing/Communications		0.00%	\$ 45,000	\$ 45,000	\$ 45,000	\$ 45,000	\$ 45,000	\$ 45,000	\$ 45,000	\$ 45,000	\$ 45,000	\$ 45,000	\$ 450,000
Total Expenses			\$ 590,000	\$ 214,985	\$ 222,354	\$ 230,129	\$ 395,331	\$ 296,984	\$ 256,113	\$ 265,744	\$ 432,905	\$ 336,625	\$ 3,241,170
Operating Contingency		25.00%	\$ 147,500	\$ 53,746	\$ 55,589	\$ 57,532	\$ 98,833	\$ 74,246	\$ 64,028	\$ 66,436	\$ 108,226	\$ 84,156	
Revenues													
Number of Customers			350	390	510	630	705	755	805	855	905	955	
Average Bill Per Customer Per Month		0.00%	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	
Annual Revenue			\$ 153,846.00	\$ 171,428.40	\$ 224,175.60	\$ 276,922.80	\$ 309,889.80	\$ 331,867.80	\$ 353,845.80	\$ 375,823.80	\$ 397,801.80	\$ 419,779.80	\$ 3,015,381.60
Technology Reimbursement out of General Fund			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Profit (Net Loss)			\$ (436,154.00)	\$ (43,556.60)	\$ 1,821.43	\$ 46,794.15	\$ (85,440.93)	\$ 34,883.88	\$ 97,732.76	\$ 110,079.55	\$ (35,103.39)	\$ 83,154.83	\$ (225,788.33)
Fund Balance		\$ 650,000.00	\$ 213,846.00	\$ 170,289.40	\$ 172,110.83	\$ 218,904.97	\$ 133,464.04	\$ 168,347.92	\$ 266,080.68	\$ 376,160.23	\$ 341,056.84	\$ 424,211.67	
Shortfall to 25% contingency target			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Number of additional subscribers needed to make up shortfall to contingency target			0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(470.39)
Customers Gained through Marketing/Year (Net)			40.00	120.00	120.00	75.00	50.00	50.00	50.00	50.00	50.00	50.00	
Historical net Customers gained (2000-2008)			17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	



RATE-DRIVEN MODEL Factors	Notes	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Totals
		2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	
Investment												
Servers (2) / Workstations (2)		\$ 24,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 24,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 24,000	\$ 1,000	\$ 79,000
Signal Receivers (6) (staggered lifecycle)		\$ 120,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 70,000	\$ 60,000	\$ 10,000	\$ 70,000	\$ 60,000	\$ 60,000	\$ 430,000
New Monitoring Software/CRM		\$ 100,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 25,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 25,000	\$ 10,000	\$ 220,000
Communication Methods (POTS/IP)		\$ 24,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 24,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 24,000	\$ 5,000	\$ 107,000
Staff (2 positions with 1.25 allocation to Alarms)	5.50%	\$ 127,000	\$ 133,985	\$ 141,354	\$ 149,129	\$ 157,331	\$ 165,984	\$ 175,113	\$ 184,744	\$ 194,905	\$ 205,625	\$ 1,635,170
Implementation/Contract Staff/Misc. (consulting, set up, etc.)		\$ 150,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 50,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 50,000	\$ 10,000	\$ 320,000
Marketing/Communications	0.00%	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 30,000	\$ 300,000
Total Expenses		\$ 575,000	\$ 199,985	\$ 207,354	\$ 215,129	\$ 380,331	\$ 281,984	\$ 241,113	\$ 250,744	\$ 417,905	\$ 321,625	\$ 3,091,170
Operating Contingency	25.00%	\$ 143,750	\$ 49,996	\$ 51,839	\$ 53,782	\$ 95,083	\$ 70,496	\$ 60,278	\$ 62,686	\$ 104,476	\$ 80,406	
Revenues												
Number of Customers		350	368	386	404	422	440	458	476	494	512	
Average Bill Per Customer Per Month (bump rates 15% every two years)		\$ 42.00	\$ 42.00	\$ 48.50	\$ 48.50	\$ 56.00	\$ 56.00	\$ 64.00	\$ 64.00	\$ 73.50	\$ 73.50	
Annual Revenue		\$ 176,400.00	\$ 185,472.00	\$ 224,652.00	\$ 235,128.00	\$ 283,584.00	\$ 295,680.00	\$ 351,744.00	\$ 365,568.00	\$ 435,708.00	\$ 451,584.00	\$ 3,005,520.00
Technology Reimbursement out of General Fund		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Profit (Net Loss)		\$ (398,600.00)	\$ (14,513.00)	\$ 17,297.83	\$ 19,999.35	\$ (96,746.73)	\$ 13,696.08	\$ 110,630.96	\$ 114,823.75	\$ 17,802.81	\$ 129,959.03	\$ (85,649.93)
Fund Balance	\$ 650,000.00	\$ 251,400.00	\$ 236,887.00	\$ 254,184.83	\$ 274,184.17	\$ 177,437.44	\$ 191,133.52	\$ 301,764.48	\$ 416,588.23	\$ 434,391.04	\$ 564,350.07	
Shortfall to 25% contingency target		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
Number of additional subscribers needed to make up shortfall to contingency target		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	(178.44)
Customers Gained through Marketing/Year (Net)		18.00	18.00	18.00	18.00	18.00	18.00	18.00	18.00	18.00	18.00	
Historical net Customers gained (2000-2008)		17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	



FULLY-SUBSIDIZED MODEL Factors		Notes	Year 1 2017	Year 2 2018	Year 3 2019	Year 4 2020	Year 5 2021	Year 6 2022	Year 7 2023	Year 8 2024	Year 9 2025	Year 10 2026	Totals
Investment													
Servers (2) / Workstations (2)			\$ 24,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 24,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 24,000	\$ 1,000	\$ 79,000
Signal Receivers (6) (staggered lifecycle)			\$ 120,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 70,000	\$ 60,000	\$ 10,000	\$ 10,000	\$ 70,000	\$ 60,000	\$ 430,000
New Monitoring Software/CRM			\$ 100,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 25,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 25,000	\$ 10,000	\$ 220,000
Communication Methods (POTS/IP)			\$ 24,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 24,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 24,000	\$ 5,000	\$ 107,000
Staff (2 positions with 5 additional calltakers at 50%)		5.50%	\$ 375,000	\$ 395,625	\$ 417,384	\$ 440,341	\$ 464,559	\$ 490,110	\$ 517,066	\$ 545,505	\$ 575,507	\$ 607,160	\$ 4,828,258
Implementation/Contract Staff/Misc. (consulting, set up, etc.)			\$ 150,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 50,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 50,000	\$ 10,000	\$ 320,000
Marketing/Communications		0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Expenses			\$ 793,000	\$ 431,625	\$ 453,384	\$ 476,341	\$ 657,559	\$ 576,110	\$ 553,066	\$ 581,505	\$ 768,507	\$ 693,160	\$ 5,984,258
Operating Contingency		25.00%	\$ 198,250	\$ 107,906	\$ 113,346	\$ 119,085	\$ 164,390	\$ 144,028	\$ 138,267	\$ 145,376	\$ 192,127	\$ 173,290	
Revenues													
Number of Customers			350	550	750	950	1,150	1,350	1,550	1,750	1,950	2,150	
Average Bill Per Customer Per Month		0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Annual Revenue			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Profit (Net Loss Reimbursed by General Fund)			\$ (143,000.00)	\$ (431,625.00)	\$ (453,384.38)	\$ (476,340.52)	\$ (657,559.24)	\$ (576,110.00)	\$ (553,066.05)	\$ (581,504.69)	\$ (768,507.44)	\$ (693,160.35)	\$ (5,984,257.67)
Fund Balance (exhausted by first year expenses)		\$ 650,000.00											
Customers Gained through Marketing/Year (Net)			200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	200.00	
Historical net Customers gained (2000-2008)			17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	



SUNSET MODEL Factors		Notes	Year 1 2017	Year 2 2018	Year 3 2019	Year 4 2020	Year 5 2021	Year 6 2022	Year 7 2023	Year 8 2024	Year 9 2025	Year 10 2026	Totals
Investment													
Servers (2) / Workstations (2)			\$ 24,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 24,000	\$ 1,000	\$ -	\$ -	\$ -	\$ -	\$ 52,000
Signal Receivers (2)			\$ 40,000	\$ 2,000	\$ 2,000	\$ 2,000	\$ 25,000	\$ 2,000	\$ 2,000	\$ -	\$ -	\$ -	\$ 75,000
New Monitoring Software/CRM			\$ 100,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 25,000	\$ 10,000	\$ 10,000	\$ -	\$ -	\$ -	\$ 175,000
Communication Methods (POTS/IP)			\$ 24,000	\$ 5,000	\$ 5,000	\$ 5,000	\$ 24,000	\$ 5,000	\$ 5,000	\$ -	\$ -	\$ -	\$ 73,000
Staff 75% FTE (Year 1 includes recruiting, onboarding, training, etc.)		5.50%	\$ 75,000	\$ 79,125	\$ 83,477	\$ 88,068	\$ 92,912	\$ 95,000	\$ 98,000	\$ -	\$ -	\$ -	\$ 611,582
Implementation/Contract Staff/Misc. (consulting, set up, etc.)			\$ 70,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 10,000	\$ 5,000	\$ 2,500	\$ -	\$ -	\$ -	\$ 117,500
Marketing/Communications		0.00%	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total Expenses			\$ 333,000	\$ 107,125	\$ 111,477	\$ 116,068	\$ 200,912	\$ 118,000	\$ 117,500	\$ -	\$ -	\$ -	\$ 1,104,082
Operating Contingency		25.00%	\$ 83,250	\$ 26,781	\$ 27,869	\$ 29,017	\$ 50,228	\$ 29,500	\$ 29,375	\$ -	\$ -	\$ -	\$ -
Revenues													
Number of Customers			350	265	180	100	65	40	30	0	0	0	
Average Bill Per Customer Per Month		0.00%	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	\$ 36.63	
Annual Revenue			\$ 153,846.00	\$ 116,483.40	\$ 79,120.80	\$ 43,956.00	\$ 28,571.40	\$ 17,582.40	\$ 13,186.80	\$ -	\$ -	\$ -	\$ 452,746.80
Technology Reimbursement out of General Fund			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Net Profit (Net Loss)			\$ (179,154.00)	\$ 9,358.40	\$ (32,356.08)	\$ (72,112.10)	\$ (172,340.45)	\$ (100,417.60)	\$ (104,313.20)	\$ -	\$ -	\$ -	\$ (651,335.03)
Fund Balance		\$ 650,000.00	\$ 470,846.00	\$ 480,204.40	\$ 447,848.33	\$ 375,736.22	\$ 203,395.77	\$ 102,978.17	\$ (1,335.03)	\$ (1,335.03)	\$ (1,335.03)	\$ (1,335.03)	
Shortfall to 25% contingency target			\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ (30,710.03)	\$ (1,335.03)	\$ (1,335.03)	\$ (1,335.03)	
Number of additional subscribers needed to make up shortfall to contingency target			0.00	0.00	0.00	0.00	0.00	0.00	(63.98)	(2.78)	(2.78)	(2.78)	
Customers Gained through Marketing/Year (Net)			(85.00)	(85.00)	(80.00)	(35.00)	(25.00)	(10.00)	0.00	0.00	0.00	0.00	
Historical net Customers gained (2000-2008)			17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	17.33	

